

Message Text

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DRAFTED BY EB/ITP/EWT - AJREICHENBACH:LLB

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EUR/EE - DMILLER

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FM SECSTATE WASHDC

TO AMEMBASSY SOFIA

C O N F I D E N T I A L STATE 182549

E.O. 11652: GDS

TAGS: BEXP, BU

SUBJECT: SALE OF COMPUTER SYSTEM TO BULGARIAN STATE
PLANNING COMMITTEE

REFERENCE: SOFIA 1502

1. IBM APPLICATION TO COMMERCE FOR EXPORT LICENSE
COVERING IBM 360/158 TO BULGARIA HAS BEEN REVIEWED AND
FREQUENTLY DISCUSSED BY INTERAGENCY GROUP DURING PAST
MONTH. THERE ARE STRONG RESERVATIONS IN SOME AGENCIES
THAT THIS EQUIPMENT MAY BE UNNECESSARILY LARGE FOR THE
SPC AND THAT A SMALLER IBM 145 MAY ADEQUATELY MEET ITS
NEEDS. THERE IS CONCERN IN USG THAT LICENSING AN
IBM 158 MAY SET A PRECEDENT, NOT ONLY FOR SALE OF U.S.
COMPUTERS OF THIS SIZE IN EASTERN EUROPE, BUT ALSO FOR
FOREIGN PRODUCERS OF SIMILAR EQUIPMENT WHO COULD USE
THIS SALE IN COCOM AS JUSTIFICATION FOR THEIR OWN SALES.
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THEREFORE, GIVEN THESE COMPLICATIONS, WE DO NOT

ANTICIPATE A QUICK FINAL DECISION.

2. WE DO NOT HAVE A PROBLEM WITH THE SPC AS END USER
IN THIS INSTANCE, BUT WE ARE CONCERNED OVER STRATEGIC
AND TECHNOLOGICAL IMPLICATIONS IN APPROVING THIS
SALE TO BULGARIA. THE APPLICATION WILL AGAIN BE
DISCUSSED IN THE INTERAGENCY COMMITTEE MEETING ON JULY 23.

3. BURROUGHS HAS NOT YET SUBMITTED A FORMAL LICENSE
APPLICATION FOR ITS SYSTEM TO THE COMMERCE DEPT. BUT HAS
INDICATED ONE WILL BE FORTHCOMING. NO ACTION WILL BE
TAKEN UNTIL THE LICENSE APPLICATION IS ANALYZED BY
COMMERCE AND PLACED ON THE INTERAGENCY AGENDA. MEAN-
WHILE DISCUSSION OF IBM APPLICATION CONTINUES. ROBINSON

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